To: Macleod, Stephen
From: Ridge, Robert
Posted: 2/14/96 11:29
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Subject: POS INDICATORS

RETAIL REPS DO NOT HAVE KNOWLEDGE OF THE CURRENT SYSTEM. THERE ARE NOT TOO MANY PIECES, IN FACT WE OFTEN NEED ADDITIONAL ITEMS. QUANTITIES BASICALLY NEED TO BE DETERMINED AT STORE LEVEL WITH A 10 % ADDITIONAL AMOUNT PER RETAIL REP ASSIGNMENT. DORAL AND SALEM DEFINITELY NEED TO BE INCORPORATED INTO THE SYSTEM. THIS IS ALL I CAN COME UP WITH SINCE I KILLED MASSIVE BRAIN CELLS LAST NIGHT. ROBERT

Source: https://www.industrydocuments.ucsf.edu/docs/jtmy0000